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Digest

Dyersville - the Farm Toy Capital of the World

TUBETECHNIK NORTH AMERICA, INC.

announces new Stockton plant

Tubetechnik North America has begun the construction of a new manufacturing plant at its Stockton location. The new facility will allow Tubetechnik to expand its current capacity and increase the number of secondary services it provides its customers.

The 30,000-square-foot plant will be ready for occupancy by late 1984 or early 1985. The facility will allow Tubetechnik to process in excess of 500 tons of processed tube and extrusions per week. As a result of this increased production, Tubetechnik expects to add 50 employees by the end of 1985.

Tubetechnik, which has the exclusive North American rights to a patented processing technique that automatically places holes in tube and extrusions without deformation and with high precision, was founded as a result of a joint-venture prospect that was sent to the Iowa Development Commission's International Division through the IDC's European office.

Keebler

leases Urbandale facility

Keebler Company of Elmhurst, Illinois, will lease a $1.3 million distribution center that is currently under construction in Urbandale. The 33,500-square-foot facility will serve Keebler customers in Iowa and other Midwestern states.

Construction of the facility is scheduled to be completed during the first half of 1985. Keebler has already begun operations at a temporary location nearby the permanent site.

The facility will mean an additional 10 to 15 jobs in Urbandale.

Capital Resources Corporation

reopens Marshalltown meatpacker

Capital Resources Corporation of Des Moines purchased and reopened Marshall Pack, Inc., the Marshalltown meatpacker that closed in April 1982. According to Paul Thielking, O.D., president of Capital Resources Corporation, "We have the highest hopes for this plant, and consider our decision to reopen the plant in Marshalltown a commitment to the state of Iowa and the community."

Marshall Pack reopened last August with 50 employees. However, according to Vice President and previous owner Dean Garland, "We hope to at least double the workforce in the near future."

Capital Resources owns several Iowa companies, including a life and casualty insurance company and a marketing company.

COLE SEWELL CORPORATION

opens Clear Lake plant

Cole Sewell Corporation, based in St. Paul, Minnesota, has opened a Clear Lake facility to produce the company's latest product, a premium storm door known as the Estate Series. The Clear Lake branch represents the company's first venture outside the St. Paul area in nearly 50 years.

A well-established producer of dryer vents and fiberglass doors, the new Estate Series is produced in 24 styles and sizes. According to Cole Sewell President Fred Sewell, "We expect it (the Estate Series) to be a substantial part of our business. But until productivity is really in full swing, it's hard to give numbers and talk about expanding." Sewell added that he hopes to produce all of the company's door models in Clear Lake within six months. Currently, the new plant employs 31 workers.

Sewell credited his company's first satellite division in Clear Lake to the hard work of many of the city's representatives. "The whole business community really impressed us," Sewell said. "We had good feelings about Clear Lake immediately."

Best Western LONGBRANCH

constructs $1 million addition

The Longbranch Best Western Motor Inn in Marion is currently constructing a $1 million addition that will nearly double the Motor Inn portion of the restaurant-motel complex. The 30,000-square-foot addition will be connected to the existing building by an overhead skywalk. Among the addition's features will be a first-floor health club to be operated independently, as well as 42 new rooms. Approximately 30 employees will be added to the payroll as the addition is completed at the beginning of 1985.

N & A Mfg. Co. Inc.

expands market territory

N & A Manufacturing, Inc., a Mallard corporation that manufactures high pressure sprayers, is planning to expand its market territory into North Dakota, Wisconsin, Texas, Canada and are considering an outlet in Oklahoma. At this time, there are not any plans to expand its current staff, but the company has added a 45' x 60' warehouse for storage of raw and finished inventory.

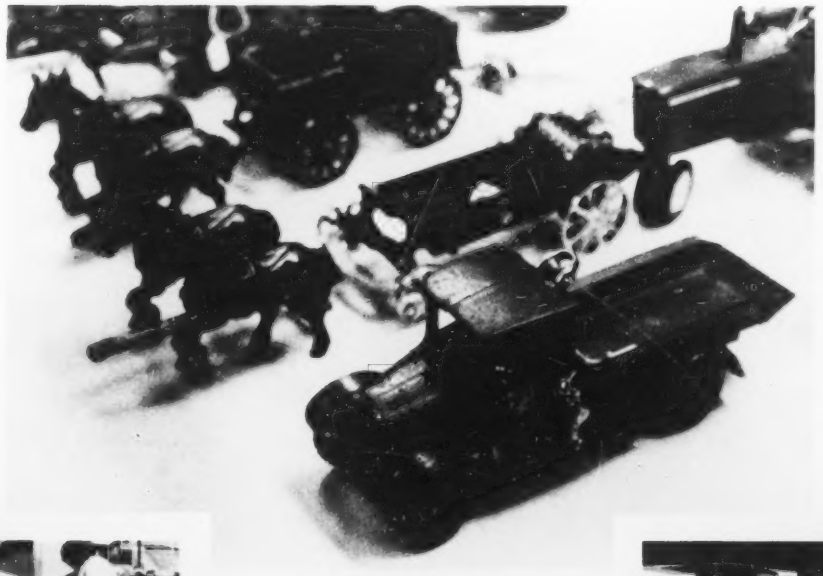
National Farm Toy Show — the largest toy tractor show in the world

The largest toy tractor show in the world is annually hosted by the people of Dyersville each November. The National Farm Toy Show — sponsored by *The Toy Tractor*, a collectors publication, and hosted by The Ertl Company, the largest producer of farm toys in the world — attracts collectors from all over the United States.

The first National Farm Toy Show, held seven years ago, consisted of about 35 exhibitors and attracted about 1,000 spectators. Today, the show has over 180 displays and attracts nearly 10,000 spectators.

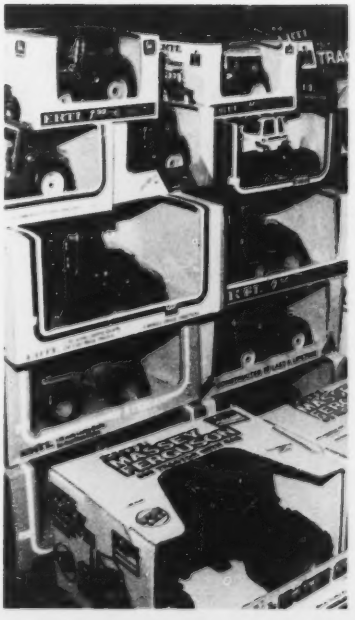
With the tremendous influx of collectors that gather in Dyersville for approximately four days, the show plays an important part of the town's economy each year. Not only does Dyersville benefit, but also Dubuque and the other towns in the area receive economic benefits from the show.

According to Dave Bell, director of licensing for The Ertl Company, "Conservatively speaking, the dollars



that are spent in Dyersville during the show at the hotels, gas stations, restaurants and supermarkets would be well in excess of $100,000."

The National Farm Toy Show is usually scheduled for the second weekend in November, running from Friday evening through Sunday afternoon. A small general admission fee is charged for adults. For information about the 1985 National Farm Toy Show, contact either Dan Meyer or Dave Bell at The Ertl Company, Highways 136 and 20, Dyersville 52040.



Iowa firms selected for SBIR grants

Three Iowa companies have been selected to receive federal research and development funds through the Small Business Innovation Research (SBIR) program.

The companies — Tone Brothers Inc. of Des Moines, J-Tec Associates Inc. of Cedar Rapids and Yoder Feeds of Kalona — are Iowa's first grant recipients under this program that was initiated in October 1982. According to Dave Swanson, director of the Center for Industrial Research and Service at Iowa State University, these grants are a "real breakthrough" since last year there were seven SBIR applications from Iowa, none of which were approved.

"Our goal this year," stated Ted Johnson, co-chairman of the Iowa High Technology Network, "was to receive five SBIR grants, and we're still working towards that goal."

Approximately 50 percent of all U.S. research and development is funded by the federal government. Under the Small Business Innovation Act, small businesses with less than 500 employees are eligible for Phase I awards of up to $50,000 to support six months of effort to demonstrate the scientific, technical and commercial merit of an innovation.

Firms successfully completing Phase I are then eligible for Phase II funding worth up to $500,000 to support two years of continued development for the project. Private sector funding is then required to support the project to commercial introduction.

The Phase I SBIR grants received by these Iowa firms are supporting feasibility studies in a variety of areas. Tone Brothers Inc. of Des Moines, in consultation with Iowa State University, will be exploring a new spice sterilization procedure that employs a non-chemical cleaning method. J-Tec Associates Inc. of Cedar Rapids, in consultation with the University of Iowa, is conducting a feasibility study of using air-speed sensing techniques to ease helicopter flight control. Working in conjunction with the Institute of Agriculture Medicine at the University of Iowa, Yoder Feeds of Kalona will be analyzing air control systems in hog farrowing houses to determine if any one particular system improves the air quality, thus decreasing any health hazards that might exist.

The SBIR program is supported by 12 federal agencies with substantial research and development budgets. Those agencies are required to set aside a certain percent of their R&D budgets for the program.

According to the Small Business Administration projections, $123.5 million will be awarded in the fiscal year 1984. By 1987, the SBIR funding pool will swell to $500 million.

The SBA publishes Pre-Solicitation Announcements of the grants in September, December, March and June annually. To be added to the SBIR mailing list, write: U.S. Small Business Administration, Office of Innovation, Research and Technology, 1441 L Street, Northwest, Room 500, Washington, D.C. 20416.

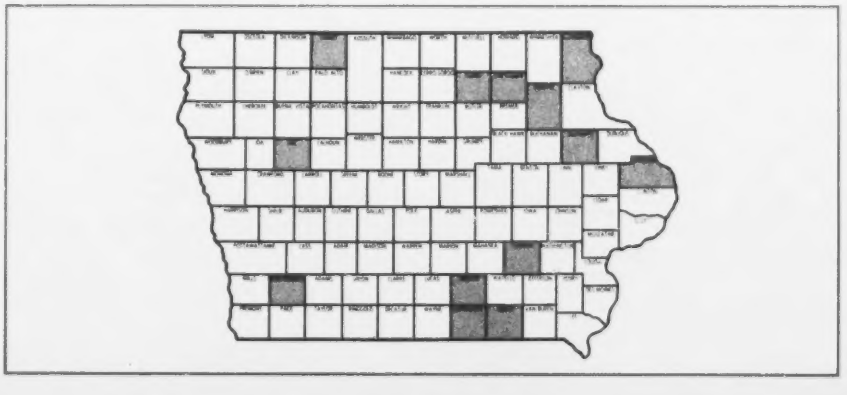
County surveys characterize workforce

Job Service, in cooperation with the Iowa Development Commission, the Office of Planning and Programming, and JTPA Private Industry Councils (PIC), is conducting surveys in several Iowa counties to provide a statistical profile of the county residents who want jobs and to inventory their work skills.

"This project is an important step in creating an economic development program for Emmet County," noted Davis Webb, Estherville Chamber of Commerce president and implement dealer. "It will determine the current and potential labor resources in the county and assist in evaluating the overall economic resources of the area."

The project, coordinated by Art Hedrick of the audit and analysis division of Job Service in Des Moines, includes a total of 14 counties around the state (see map below). Each household within these counties is surveyed by mail and most employers are personally interviewed by the Job Service survey team to obtain the statistical profile of the county's workforce. "The data compiled," states Hedrick, "includes statistics on prevailing wage scales, commuting patterns and the primary and secondary skills of the county's workforce. We, then, compile a statistical report that we hope the communities within these counties will include with their *Community Quick References* (a community fact sheet prepared by the IDC)."

At the time of publication, surveys have been completed in the following counties: Monroe, Appanoose, Emmet and Jackson. The surveys in each of the other counties will be compiled during the first six months of 1985.



Marion unveils new economic development plan

At the annual Marion Chamber of Commerce dinner held last October, Marion officials announced a plan to bring 750 jobs and $20 million in development to the city within the next five years.

Governor Terry Branstad, who attended the unveiling, applauded the city's public-private partnership in economic development. "This is exactly the kind of thing we want to encourage in the state."

"You're not unique. Others are doing it," he added, "but you're one of the first."

Marion's new economic development plan is the result of the city's realization that it needed a more aggressive approach. After conducting an economic development planning conference, representatives of the city, Chamber of Commerce and local businesses worked together for six months on a task force that produced the Marion plan.

Strategic plan for economic development

The plan sets as its mission to "organize and promote sound economic growth in Marion by assisting existing businesses, attracting new investments and jobs, and maintaining a favorable community climate for economic development."

One of the plan's key elements is a five percent hotel/motel tax that voters approved on Election Day. Half of the proceeds of the tax, about $15,000, will be used for economic development activities.

A planned fund raising drive, the "Marion Fund," would raise private funds to combine with the hotel/motel tax revenues to create an annual base of as much as $35,000. These funds will then be used as seed money for new businesses and expansions, as well as matching money for state and federal assistance programs.

Other funds for carrying out the development plan would come from a reorganized Marion Industrial Development Corporation, now called the Marion Development Corporation. Formed nearly 15 years ago, the group has between $50,000 and $60,000 to invest in the new effort.

In addition to creating 150 new jobs in two years and 750 jobs in five years, the plan has established the goal to increase the percentage of industrial real estate from 2.7 to 5.4 percent of Marion's tax base. It also aims to reduce vacant business buildings in Marion by 33 percent in two years and 65 percent in five years.

Strategies developed to accomplish these goals include:

- Have the development corporation, with the assistance of the Chamber of Commerce and the recently revived Central Business District Corporation, develop various contact teams and committees to tell prospective business developers abut opportunities and financial assistance programs in Marion.
- Identify and recruit businesses, specialty suppliers and services related to existing businesses.
- Expand the Urban Revitalization District to provide tax abatements and industrial revenue bonds for new development and expansion.
- Conduct interviews with existing industries and businesses at two-year intervals to determine needs and update them on economic development programs.

For more specific information about Marion's new economic plan, contact Dave Snow, executive vice president of the Marion Chamber of Commerce at 319/377-6316.

Dennis Fields (center right) and Edward Flattery (right) shared a $7,500 maximum award under the Maytag Employee Idea Plan. They suggested a modification to an automatic washer transmission pulley that has improved the quality of the part and reduced production costs. Sterling O. Swanger (left), manufacturing vice president, and President Daniel J. Krumm (center left) participated in a presentation honoring the two employees. In the first six months of 1984, Maytag employees have been paid $79,506 for 1,302 suggestions installed under the idea plan.

1984 Community Betterment Awards

For weeks prior to Community Betterment Recognition Day held October 27, teams of judges visited Iowa communities to evaluate their Community Betterment projects.

Nearly 800 volunteers from across Iowa gathered in Ames to learn more about how they can improve their communities. The 14th annual Recognition Day was filled with workshops and visits to community "pride" booths.

WOI-TV5 Award
Schleswig

Governor's Newspaper Award
Herald-Index Publishing Company/ Eldora
"Nonpariel"/Council Bluffs
Bellevue Herald Leader
Record-Herald/Indianola Tribune
Press-Gazette/Lost Nation
Harlan Tribune & News-Advertiser
Schleswig Leader
The Manilla Times
Dows Advocate
The Messenger/Fort Dodge
Lamoni Chronicle
Mt. Vernon-Lisbon Sun
Ocheyedan Press News
De Witt Observer

Good Neighbor Award
Kirkman Betterment Club
Herman Wrice of Atlantic
Dows Community Betterment Committee
John Ryan of Monona
Marian Paasch & Don Fuller of Low Moor

Iowa Arts Council Awards

$300 Awards
Boone/Scenic Valley Preservation & Restoration
Council Bluffs/Renaissance Fair

$200 Awards
Hampton/development of East Park
Harlan/formation of Act I Community Theater group
Riceville/Summer Theater
St. Donatus/Luxemborg Awareness Days

$100 Awards
Belmond/Jenison-Meacham Art Center & Museum
Creston/restoration of mini-park mural
Decorah/using Decorah's cultural past
Griswold/mural project
Iowa Falls/art in the park
Lost Nation/Fine Arts Association
Pleasant Plain/log cabin preservation
Primghar/Community Playhouse Children's Theater
Radcliffe/mural project
Sioux Center/Recreation & Arts Council programming

Pioneer Hi-Bred International, Inc. Awards
($250 awarded each)
Welton Youth Program (Category I)
Blencoe (Category II)
Lost Nation (Category III)
Bayard (Category III)
Wheatland (Category IV)
Monona (Category V)
Hampton (Category VI)
Atlantic (Category VII)
Boone (Category VIII)
Mid-City Neighborhood/Sioux City (Neighborhoods)

Community Booth Displays Awards ($50 each)

Overall Community Promotion
Clinton County (First Place)
Dows (Second Place)

Most Imaginative/Unique
Carson (First Place)
Monona (Second Place)

Celebration/Tourism Promotion
St. Donatus (First Place)

ICB Project Promotion
Corydon (First Place)
Council Bluffs Youth Program (Second Place)

Economic Development Promotion
Marengo (First Place)
Eddyville (Second Place)

Outstanding Achievement Awards

(Awards were given in each of the following population categories — I: under 210; II: 211-400; III: 401-706; IV: 707-1,020; V: 1,021-1,900; VI: 1,901-4,999; VII: 5,000-8,429; VIII: 8,430-10,000)

First Place Winners ($500 each)

Fiscus (Category I)	Gowrie (Category V)
Blencoe (Category II)	Belmond (Category VI)
Titonka (Category III)	Vinton (Category VII)
Wheatland (Category IV)	Boone (Category VIII)

Second Place Winners ($400 each)

Carpenter (Category I)	Monona (Category V)
Silver City (Category II)	Bellevue (Category VI)
Lost Nation (Category III)	Sheldon (Category VII)
Hubbard (Category IV)	Fort Dodge (Category VIII)

Third Place Winners ($300 each)

Green Island (Category I)	Griswold (Category V)
Harris (Category II)	Hampton (Category VI)
Peterson (Category III)	Decorah (Category VII)
Goldfield (Category IV)	Indianola (Category VIII)

Fourth Place Winners ($200 each)

Tingley (Category I)	Ackley (Category V)
Hanlontown (Category II)	Clarion (Category VI)
Radcliffe (Category III)	Creston (Category VII)
Dows (Category IV)	Marion (Category VIII)

Fifth Place Winners ($100 each)

Arispe (Category I)	Primghar (Category V)
Blockton (Category II)	Albia (Category VI)
Grand Mound (Category III)	Maquoketa (Category VII)
Riceville (Category IV)	Council Bluffs (Category VIII)

Honorable Mentions ($50 each)

Andover (Category I)	Sabula (Category IV)
Kirkman (Category I)	Eddyville (Category V)
Andrew (Category II)	Manilla (Category V)
Low Moor (Category II)	Eldora (Category VI)
Delmar (Category III)	Lamoni (Category VI)
Bayard (Category III)	Iowa Falls (Category VII)
Lewis (Category III)	Atlantic (Category VII)
Carson (Category IV)	Ankeny (Category VIII)

Neighborhood Outstanding Achievement Awards (Population over 10,000)

Mid-City Neighborhood/Sioux City (First Place; $500)
Acts 29 Neighborhood/Council Bluffs (Second Place; $400)
Hillcrest Neighborhood/Fort Dodge (Third Place; $300)
Ankeny Neighborhood (Fourth Place; $200)
Riverside Neighborhood/Fort Dodge (Fifth Place; $100)
Cedar Falls Neighborhood (Honorable Mention; $50)

Youth Involvement Awards

(Awards given in the same population categories as Outstanding Achievement Awards.)

First Place Winners ($400 each)

Welton (Category I)	Hampton (Category VI)
Moulton (Category III)	Council Bluffs/DeForest Sch. (Cat. VIII)
Epworth (Category V)	

Second Place Winners ($250 each)

Springbrook (Category I)	Pleasant Hill (Category VI)
Murray (Category III)	Council Bluffs/City Slickers (Cat. VIII)
Eddyville (Category V)	

Third Place Winners ($100 each)

Low Moor (Category I)	Lamoni (Category VI)
Hubbard (Category III)	Boone (Category VIII)

George Wylie (above), anchor-TV news for WOI-TV in Ames, served as the master of ceremonies as Governor Terry Branstad presented plaques and checks to community representatives during the Awards Banquet. An Ambassador Award was presented to Bill Riley (below) for years of betterment work giving young Iowans an opportunity through his Talent Search. Riley, a commissioner of the IDC, is vice president of Heritage Communications, Inc.

The Welch Junior High School Swing Choir from Ames was one of several groups that performed during the Awards Banquet.

A taste of IOWA™ USA travels to the Far East

Thousands of food buyers from all over the Far East will visit Tokyo, Japan, to attend FOODEX, the largest trade fair for processed foods in the Pacific Rim.

Scheduled for March 11-15, 1985 (one week prior to the Iowa Trade Fair), this trade show, which attracted over 90,000 buyers last year, will provide an excellent opportunity to expand awareness of Iowa food products and strengthen Iowa's position as a reliable supplier of processed foods in the Pacific Rim region.

Once again, the "Taste of Iowa-USA" booth, sponsored by the Iowa Development Commission, will serve as the representative for Iowa food processing companies interested in participating in FOODEX. Companies can participate by sending a representative to the show and/or participating in the show catalog.

Those firms sending representatives to the show will be provided with booth space. In addition, the IDC will assist companies with training representatives on pre-show, during the show and post-show follow-up mechanics; label clearance; product and display shipment; and assistance with pre-show contacts and appointments for interested firms.

Firms interested in participating in only the catalog will be asked to furnish company literature and items for display. The IDC will be responsible for designing the show booth and catalog, as well as shipping company literature and display items to FOODEX. With the assistance of the IDC's Asian office, the IDC will staff the booth; secure trade leads for participating Iowa firms; and distribute these leads to the appropriate firms after the show.

For more detailed information about participating in FOODEX, contact the International Section of the Iowa Development Commission at 515/281-8515.

Iowa Trade Fair

During his recent Far East Trade Mission, Governor Terry Branstad met with the president of Ogino Corporation, a leading department store and supermarket chain in Yamanashi Prefecture in Japan, and three Iowa cultural exchange students employed by Ogino. The results of this meeting — an Iowa Trade Fair scheduled for March 21-24, 1985, in Kofu, Japan.

The trade fair, hosted by the Ogino Corporation, is designed to showcase Iowa products and encourage exports. It provides Iowa companies an excellent opportunity to tap into the Japanese market. Kofu is considered an excellent test market because of its central location, its nearness to two major cities and its population.

The Yamanashi Prefecture is a Japanese sister state to Iowa, and Kofu is a sister city of Des Moines. The Governor of Yamanashi, the Mayor of Kofu, the Kofu Chamber of Commerce and the Japanese External Trade Organization (JETRO) have endorsed the trade fair.

For more information about the Iowa Trade Fair, contact the International Section of the Iowa Development Commission at 515/281-8515.

International Trade Exhibitions

Asean Food Technology & Equipment Exhibition — Philippine International Convention Center, Manilla, February 18-23, 1985 — Held in conjunction with the Asean Food Conference, the U.S. Pavillion will group together all American suppliers of agricultural machinery, chemicals, fertilizers, consultancy services; harvesting equipment, transportation, storage systems, food processing machinery; packaging machinery, packaging materials, products and services in relation to food composition and nutrition; food products; food additives; food flavors; and institutional and commercial supplies and equipment.

USA Products Expo Taiwan '85 — China External Trade Organization's Exhibition Complex 2, February 23-27, 1985 — An exhibition of American products, the first of its kind in East Asia.

Airmec 85 — Dusseldorf Fairgrounds, Dusseldorf, February 26-March 1, 1985 — The fourth International Trade Show for Fixed-Wing and Rotary-Wing Aircraft Maintenance and Overhaul provides on-the-spot observation of the international aviation service market.

Light Agricultural Machinery Trade Fair — Beijing, People's Republic of China, March 12-19, 1985 — International exposition of agro-technologies.

Hong Kong PBC Show 85/Infortech 85 — Hong Kong Exhibition Centre, March 27-30, 1985 — This personal business computer show includes computer hardware, software and information technology.

View Australia '85 — Royal Exhibition Building, Melbourne, April 6-14, 1985 — The program will include a major international exhibition for alcohoiic beverage products; an exhibition for technical equipment and machinery; and will have a series of trade seminars and conferences.

For more information about these trade exhibitions or any others, call 515/281-8515.

Iowa Ag & Business Indicators

Compiled by the Iowa Development Commission

Labor Demand and Supply[1] — September, 1984

Service Areas	Individual Placements	New Applicants & Renewals	Service Areas	Individual Placements	New Applicants & Renewals
Ames	417	744	Iowa City	860	1,562
Atlantic	191	422	Keokuk	192	401
Burlington	588	1,199	Marshalltown	374	776
Carroll	941	512	Mason City	1,068	1,565
Cedar Rapids	1,733	2,951	Muscatine	67	445
Centerville	162	201	Newton	168	786
Charles City	44	59	Oskaloosa	255	282
Clinton	168	884	Ottumwa	936	1,323
Council Bluffs	NA	NA	Sheldon	85	207
Creston	71	372	Shenandoah	109	476
Davenport	1,158	2,604	Sioux City	629	1,580
Decorah	108	243	Spencer	329	593
Des Moines	1,626	3,391	Storm Lake	122	348
Dubuque	402	1,393	Waterloo	943	1,772
Fairfield	187	409	Webster City	270	230
Fort Dodge	641	992			
Fort Madison	134	334	**Statewide**	**15,655**	**28,943**

[1]All new applicants and job openings listed with Iowa Department of Job Service

U.S. Consumer Price Index

	Aug. 1984	Aug. 1983
All Urban Consumers (1967 = 100)	313.0	300.3

U.S. Composite Construction Cost Index

	June 1984	June 1983
U.S. Composite Construction Cost Index (1977 = 100)	158.6	154.5

Business Data

	8/84	8/83	8 mos./84	8 mos./83
New Car Registrations	5,740	7,421	59,488	60,884
Iowa Savings & Loan ($000,000)				
Total Loans Closed	57.6	72.9	461.4	327.6
Savings	30.6	6.4	204.6	593.9
Work Force (000)	1,361.0	1,371.7	1,181.8	1,363.1
Unemployment	56.7	78.0	70.4	92.6
Rate (% of work force)	4.2	5.7	5.2	6.8
Employment	1,361.0	1,293.7	1,286.6	1,270.5

Value of New Dwellings[1] ($000)

	9/84	9/83	9 mos./84	9 mos./83
Ames	$ 375.0	$ 1,956.0	$ 4,857.5	$ 5,216.0
Bettendorf	984.1	928.5	7,201.3	6,468.1
Burlington	0	140.0	993.0	1,124.7
Cedar Falls	0	232.9	1,407.5	1,334.4
Cedar Rapids	1,078.3	255.3	3,879.8	1,374.4
Clinton	0	215.0	345.0	1,069.5
Council Bluffs	432.5	333.3	5,793.0	2,256.8
Davenport	540.4	1,129.9	7,538.6	6,447.3
Des Moines	665.5	4,301.6	23,603.5	8,008.4
Dubuque	135.6	0	1,673.5	970.3
Fort Dodge	315.0	106.0	4,752.5	970.3
Iowa City	349.3	1,367.5	14,605.7	25,515.3
Keokuk	29.0	49.0	575.0	295.0
Marion	249.6	104.9	1,191.9	718.1
Marshalltown	0	0	468.0	1,185.0
Mason City	330.0	273.0	3,973.8	2,408.1
Muscatine	129.0	687.8	1,119.0	5,553.4
Newton	100.0	0	335.8	240.0
Ottumwa	184.0	75.0	470.6	520.0
Sioux City	267.7	189.4	1,852.6	1,588.4
Urbandale	774.0	1,193.2	13,289.0	5,436.9
Waterloo	175.0	123.5	1,190.8	2,135.6
W. Des Moines	5,037.2	1,719.3	22,429.7	12,019.5
Total	**$ 12,151.2**	**$ 15,381.1**	**$ 123,547.1**	**$ 92,855.5**

[1]Single, two-family and multiple residential dwellings, based on housing permits issued.

Farm Retail Price Spreads

	Aug. 1984	Aug. 1983
Beef, Choice:		
Retail price (cts./lb.)	237.1	238.6
Net carcass value (cts.)	144.0	140.4
Net farm value (cts.)	137.0	130.5
Farm-retail spread (cts.)	100.1	108.1
Pork:		
Retail price (cts./lb.)	166.1	165.7
Wholesale Value (cts.)	115.9	109.1
Net farm value (cts.)	82.6	78.4
Farm-retail spread (cts.)	83.5	87.3
Dairy Products:		
Retail cost (1967 = 100)	252.7	250.2
Farm value (1967 = 100)	254.5	262.0
Farm-retail spread (1967 = 100)	251.1	239.9
Eggs:		
Retail cost (1967 = 100)	179.3	183.7
Farm value (1967 = 100)	184.4	207.0
Farm-retail spread (1967 = 100)	171.9	150.1

Personal Income

Quarterly Periods	1984 I	1983 I
Personal Income ($000,000)	36,566	30,722

Stock Index

	Iowa*	Dow Jones Industrial
July, 1984	190.52	1,115.28
August, 1984	210.76	1,224.38
September, 1984	214.98	1,206.71

*Robert C. Westlund, Piper, Jaffray & Hopwood, Inc. (1967 = 100)

Average Price Received by Farmers

	9/84	8/84	9/83
Corn, bu.	$ 2.95	$ 3.05	$ 3.21
Soybeans, bu.	6.06	6.43	8.19
Oats, bu.	1.73	1.90	1.81
Hogs, cwt.	46.30	50.30	43.80
Beef cattle, cwt.	52.70	54.30	54.10
Calves	58.60	57.70	53.10
Milk (whls), cwt.	12.90	12.60	13.10
Sheep, cwt.	14.70	16.10	14.40
Lambs, cwt.	64.00	61.90	48.60
Eggs (market), doz.	.43	.42	.50
All hay, ton baled	55.00	57.00	68.00
Turkeys, lb.	46	44	41

Average Price Paid by Farmers

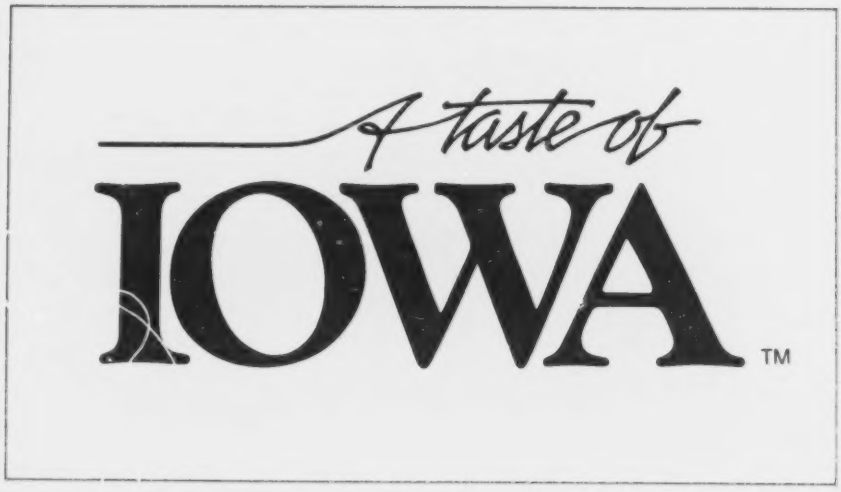
	9/15/84	9/15/83
Beef cattle concentrated, 32-36%	$ 12.20	$ 14.30
Hog feed, 38-42% protein	13.20	17.00
Soybean meal, 44% protein	10.50	15.50
Dairy feed, 16% protein	183.00	210.00
Poultry feed, layer ration	199.00	200.00

Commodity Feed Price Ratios

	9/15/84	9/15/83
Hog — corn[1]	15.7	13.6
Beef cattle — corn[1]	17.9	16.9
Egg — feed[2]	4.9	5.3
Milk — feed[3]	1.41	1.25

[1]Bushels of corn equal in value to 100 lbs. of hog or cattle liveweight.
[2]Pounds of laying feed equal in value to 12 eggs.
[3]Pounds of concentrate ration equal in value to 1 lb. of wholesale milk.

Logo designates quality



Capitalizing on Iowa's reputation as a producer of fine quality food products, the Iowa Development Commission has been granting permission to food processing and production companies to incorporate the "Taste of Iowa" logo on product packaging. To date, nearly 45 Iowa food processing and production companies have sought and received permission to use the logo.

The logo program is part of the commission's efforts to achieve a high profile for the state in both national and international markets, said Jack Bailey, director of the IDC.

"Anything you can do to separate yourself from the crowd in the eyes of the consumer is worthwhile," he said.

"As Iowa manufacturers become more aggressive in seeking international trade opportunities, the logo identification program will increase in significance," Bailey added.

Companies that make or process a food product in Iowa are eligible to use the logo. Interested firms should request an application from the IDC. The commission will verify the company's eligibility and return a copy of the approved application, along with a reproduction sheet of the "Taste of Iowa" logo.

Within the past year, some of the companies who have applied to use the logo include:

- Anderson-Erickson Dairy of Des Moines
- Consolidated Popcorn of Schaller
- Dubuque Packing Company
- Palmer Food Corporation of Des Moines
- Carriage House Meat & Provision Company, Inc. of Ames
- Carfray Meat Company of Cedar Rapids
- Triple K Manufacturing Company of Shenandoah
- Winterset Apple Orchard

Applications for the "Taste of Iowa" logo can be obtained by contacting the Food Production and Processing Section, Iowa Development Commission, 515/281-8328.

IPD focuses on Iowa's future

Legislative proposals for enhancing Iowa's economic development were very much on the minds of panelists and attendees at the annual meeting of the Iowa Professional Developers held October 24-26 in Boone.

"Economic development is something that must happen for this state to have any future at all," said Senator Bill Hutchins of Audubon.

Noting the many studies of economic development and Iowa's business climate that are underway, Farnsley Peters, president of the Iowa Association of Business and Industry, said "the more ideas we get, the more likely we are to get changes in this state."

Iowa slipped this year in the business climate comparisons with other states. "We need to get Iowa up much higher in these surveys," said Senator Calvin Hultman of Red Oak. "We need partisan agreement in the legislature to stabilize the tax structure and to avoid wide swings in tax philosophy."

All of the studies are aimed at assisting in the long range marketing of the state for economic development. "The plan has to be put together by someone with credibility, and the only person I can think of who could do that is Jack Bailey," said Representative Ned Chiodo of Des Moines.

Bailey, the director of the Iowa Development Commission, introduced strategic planning to the IDC and is working with commission members on new initiatives for legislative consideration to assist in the creation of jobs.

Representative Del Stromer of Garner said the legislature needs to make Iowa more competitive with other states by making changes in the taxes that industry considers important in their plant expansion decisions.

Available Buildings

This is not a complete list of all buildings available in Iowa. For further information, please call 515-281-3251.

SQUARE FOOTAGE	COMMUNITY	FORMER USE
10,000	Charles City	Spec Building
11,750	Iowa City	Industrial
12,000	Sioux City	Spec Building
12,500	Cherokee	Spec Building
14,163	Charles City	Industrial
14,794	Adel	Industrial
15,200	Brooklyn	Manufacturing
17,544	Audubon	Commercial
20,000	Clinton	Spec Building
20,000	Maquoketa	Spec Building
21,000	Corning	Spec Building
21,205	Oskaloosa	Spec Building
21,379	Waterloo	Commercial
22,000	Mason City	Heavy Industrial
22,500	Red Oak	Spec Building
23,000	Waverly	Spec Building
26,850	Algona	Light Manufacturing
27,660	Pella	Light Industrial
30,000	Marshalltown	Spec Building
32,580	Sioux City	Light Manufacturing
33,500	Des Moines	Industrial
35,340	DeWitt	Manufacturing
40,000	Creston	Spec Building
42,300	Jefferson	Light Industrial
47,596	Boone	Heavy Industrial
49,500	Audubon	Industrial
54,080	Oskaloosa	Industrial
59,512	Denison	Manufacturing
63,408	Bondurant	Industrial
70,766	Forest City	Manufacturing
72,000	Davenport	Light Industrial
85,000	Burlington	Heavy Manufacturing
108,000	Waterloo	Heavy Industrial
108,694	Cedar Rapids	Light Industrial
121,500	Sioux City	Heavy Industrial
130,227	Urbandale	Manufacturing
159,339	Mason City	Manufacturing
169,000	Red Oak	Manufacturing
194,400	Centerville	Heavy Industrial
248,530	Waterloo	Manufacturing

Iowa® DEVELOPMENT COMMISSION

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Our Christmas Store

"Christmas won't be Christmas without any presents."
Louisa May Alcott, *Little Women* [1868], Chapter I

In the town of Hampton, this sentiment has fostered into a unique concept that coordinates all of the "giving" that takes place during the Holiday Season by both individuals and organizations — "Our Christmas Store."

During the last two weeks of November, volunteer workers from low income or needy households have transformed a store front in downtown Hampton to a department store that is fully stocked and decorated just like any other department store in December. But this "Christmas Store" has a unique clientele. The only people allowed to "purchase" the gift items and foods on display are those workers who have volunteered their hours in setting up the store.

The concept of "Our Christmas Store" was first proposed to the Hampton Community Betterment Committee last February. It was adopted by the committee since there are so many people in the Hampton area that are in need due to economic conditions.

"We felt that this idea provided people in need an opportunity to earn a joyful Christmas without sacrificing their dignity and self-respect," states Bob Davies, executive director of the Hampton Area Chamber of Commerce.

With the assistance and donations of Hampton area groups, families and organizations, approximately 500 families in the area will have ~~earned~~ the pleasure of doing their Christmas shopping at the "Our Christmas Store" in Hampton.

"Happy Christmas to all, and to all a good-night!"
Clement Clarke Moore, *A Visit from St. Nicholas* [December 1823]